

OFFICIAL TRANSCRIPT OF THE
MARYLAND DEPARTMENT OF TRANSPORTATION
MARYLAND TRANSIT ADMINISTRATION
PRE-BID MEETING
FOR
MARC III KAWASAKI (63) OVERHAUL

CONTRACT NO. T-8000-0399

April 17, 2013

9:00 A.M.

MARC Martins Maintenance Facility
2700 Eastern Boulevard
Middle River, Maryland 21220

Agency:

Heidi Tarleton, MTA Procurement
Caitlin Howard, MTA Procurement
Brenda Hayes, MTA Purchasing
Paula Cullings, Office of Fair Practices
Warren Squirewell, Office of Fair Practices
Patrick Albright, Office of Engineering
Brian Ruch, MARC Train Station
Rex Springston, MARC and Commuter Bus Operations
Charles Gamble, MTA Consultant, Safety
Balajirao Krishnamurthy, MTA Consultant
Erich Kolig, MTA Consultant

Participants:

Terry Soesbee, Rail Plan
Mark Kaidy, Faiveley Transportation
Lena Walsh, RL Controls, LLC
Bill Hennigan, RL Controls, LLC
David Lukach, Sedia, Inc.
Rick Komm, Kustom Seating
Justin Bulpitt, Alstom Transportation
Tom Robinson, Barry Controls
Mike Harvey, Alstom Transportation
Ken Luptak, Alstom Transportation
Jim Miller, Alstom Transportation

Brice Godreul, Barry Controls
Tom Martin, Bombardier
Suzane Poulin, Bombardier
Brian Block, Bombardier
William Saddler, WABTEC
William Slater, WABTEC
Eric Garzon, ISC Applied Systems
Jim Silk, Schunk Graphite
Ted Claghorn, Royersford Spring
Maurice Andriani, Kawasaki Rail Car, Inc.
John Calvello, Kawasaki Rail Car, Inc.

Court Reporter:
Kenneth Smith
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5623 Monroe Street
Hyattsville, MD 20784
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1 MR. ALBRIGHT: I'm going to turn this over to Heidi
2 Tarleton, our Procurement Officer.

3 MS. TARLETON: I just want to say good morning to
4 everyone. Thank you for coming. You are here for the pre-bid
5 conference for the MARC III Kawasaki Coaches Overhaul, Bid
6 number T-8000-0399. Before I even go into any further
7 introductions, please make sure that you sign in at the sign-in
8 sheets at the end of each table. And we want to give a safety
9 presentation first before we begin. Thank you.

10 MR. RUCH: For the Health and Public Safety Briefing,
11 I'm Brian Ruch, Manager working here at the MARC Martin's
12 Facility. In case we have an emergency and we need to evacuate,
13 we'll use this door right out here. We'll make the left and
14 we'll meet at the guardhouse. Okay?

15 Rex will take a count. I will call 9-1-1. If there
16 is a medical emergency and we need a first responder, I would
17 suggest that if you have any kind of medical issue, you can do
18 one of two things; either tell your buddy next to you or let
19 them know or you write it on a little piece of paper and put it
20 in your front pocket. It's very important for a first responder
21 to know your blood levels. Okay?

22 We have fire extinguishers located throughout the
23 building. There's a first aid kit at the end of the green mile
24 on the right-hand side. And actually, Melanie has the first aid
25 stuff in there also. Restrooms are also all the way down at the

1 green mile on the right-hand side. There's coffee there.

2 There's bottled water. We'll do a updated job briefing as we
3 begin to move around the facility. The only thing that I ask is
4 everybody stay within this area and don't wonder around. Does
5 anybody have any questions?

6 All right. I gave up my seat over there so somebody
7 can sit down. Okay? And, it looks like there are some other
8 seats there, so help yourself.

9 MS. TARLETON: Thank you. Again, my name is Heidi
10 Tarleton and I'll be the Procurement Officer for this
11 solicitation. And again, please make sure that you fill out the
12 sign-in sheets.

13 As you can see, this meeting is being recorded. So if
14 you ask any questions, please speak very clearly, identify
15 yourself and what firm you are with. Okay? And please speak
16 one at a time. It's -- the acoustics in here, we're going to
17 kind of get a little over ourselves. Okay?

18 Any questions or inquiries regarding this bid
19 following this meeting must be directed to me in writing, either
20 by regular mail, the email that is provided in the solicitation,
21 or by fax, which the fax number is also provided in that
22 solicitation.

23 You are further reminded that any contact by
24 consultants regarding this procurement is limited to the MTA
25 Procurement Officer and/or the Procurement staff only. Okay?

1 So that would be me. Contact with any other division or
2 personnel with this agency about this RFP could result in your
3 firm being disqualified from further consideration for this
4 contract award. Only responses received from the Procurement
5 Officer are the official position of this agency. Okay?

6 If it becomes necessary to revise any part of this
7 bid, or if additional information is necessary to enable the
8 bidder to make an adequate interpretation of the provisions of
9 this bid, an addendum of the bid will be issued and posted on
10 eMaryland Marketplace and the MTA procurement website.

11 Each of you should already have a copy of the bids for
12 these services. I will now briefly highlight some of the
13 contractual-related and administrative information contained in
14 this bid, then I will turn the meeting over to the MARC staff to
15 discuss any highlights of the Scope of Work, followed by the
16 question and answer segment.

17 We will also be looking at three cars -- three types
18 of cars: the cars, the cab and a trailer -- or I'm sorry --
19 three cars: the cab, the trailer, and the MARC III VRE style
20 this morning, following the questions. Okay?

21 The contractor -- the Scope -- just the summary of the
22 Scope of Work and then Patrick Albright will get into a little
23 bit more detail of the Scope.

24 The contract will provide the overhaul of (63) MARC
25 Kawasaki, multi-level coaches. Systems to be overhauled will

1 include brakes, HVAC trucks, doors, couplers, communications,
2 and lighting. This overhaul will improve vehicle reliability
3 and enhance passenger safety and comfort. The Scope of Work to
4 be performed includes furnishing all materials, tools,
5 equipment, transportation, supervision and performing all labor
6 and services necessary in incidental to pick up and delivery,
7 overhauling and testing the MARC III coaches in accordance with
8 the contract requirements.

9 I just want to remind you that the closing date and
10 time for receipt of inquiries and questions is May 13, 2013, by
11 4:00 p.m. Questions after today's meeting must be submitted in
12 writing to an email noted in the bid, which is
13 htarletonprocurementofficer@mta.maryland.gov. The due date for
14 receipt of this bid is June 24th, 2013 at two o'clock. There
15 will be no exceptions. Okay?

16 Right now I'll turn the -- some additional information
17 of the Scope to Patrick Albright.

18 MR. ALBRIGHT: All right. Good morning. I want to
19 thank everybody for coming. I'm the current Project Manager for
20 this. I'm going to go over a few highlights for the Scope of
21 Work here and begin. If this generates into kind of questions
22 and answers later, I just want to make it clear that anything
23 discussed here isn't binding and you are to submit any questions
24 or any contacts you have, I want to remind you to go through
25 Heidi. So I'm going to go through the high-level Scope here.

1 Okay, the formal and complete overhaul specified
2 systems, subsystems and components, including engineering
3 interface with new equipment and replacement of obsolete
4 components. Unless otherwise noted, this shall include the
5 provisions of all renewal or replacement components,
6 consumables, disposables, and standard hardware by the
7 contractor, as necessary, to complete the overhaul; performing
8 detailed design for new and upgraded equipment, engineering,
9 manufacturing and testing of the MARC III Coaches; validating
10 that the overhaul of MARC III coaches are able to operate at
11 normal revenue service, containing overhauled and non-overhauled
12 MARC III coaches, and to be compatible in all respects with
13 existing non-overhauled vehicles in the MARC fleet, unless
14 otherwise noted.

15 Transporting the MARC III Coaches to the contractor's
16 facility and returning them to the administration's property;
17 providing technical data, software samples, mock-ups, renew and
18 upgraded items as required; performing qualification and
19 acceptance testing; providing training programs to the MARC
20 operations and maintenance staff and the usage of maintenance of
21 all new and upgraded systems; executing the preparation and
22 configuration control of as-built drawings, material process
23 specifications and all other engineering, design, and
24 manufacturing information required to present the final as-built
25 design of the work as developed and approved; performing MARC

1 III Coach configurations, verification, as specified; updating
2 maintenance and operational manuals and delivering completed
3 inserts for manuals, parts list, tool lists, and special tool
4 lists, in the numbers specified; providing special tools and
5 diagnostic test equipment for new and upgraded systems;
6 delivering spare parts as specified, administering warranty and
7 reliability programs; and lastly, supporting the MTA's Safety
8 and Security Certification Program. Okay?

9 MS. TARLETON: We also have additional staff here from
10 our Fair Practices Offices, who will be discussing MBE and DBE
11 goals and responsibility. So I would like to turn that portion
12 over to Ms. Paula Cullings and Mr. Warren Squirewell.

13 MS. CULLINGS: Good morning, everyone. Warren will
14 talk about the DBE Program, which the goals are set for nine
15 percent (9%). How many of you have bid with us before and
16 utilized the forms necessary to identify your DBE?

17 Okay, a few of you. We're going to go over the forms.
18 It's very important. The DBE Program is an integral part of the
19 entire solicitation. Any failure in those areas could
20 jeopardize your bid in its entirety. So it's really important
21 that if you're not doing the paperwork, that you convey the
22 message to those who will be doing the paperwork. Warren will
23 just tell you about the forms and I will come back with a couple
24 of extra items that -- of cautionary.

25 MR. SQUIREWELL: Good morning. Warren Squirewell,

Office of Fair Practice. Filing forms are part of the DBE requirements for this project. MDOT DBE Form A is due at the time of the bid submission. If the bidder fails to accurately complete and submit this Affidavit as required, the bid shall be deemed not responsive. Form A is the certified DBE Utilization and Fair Solicitation Affidavit, which is commit an understanding of overall DBE participating goals.

MDOT DBE Form B is due at the time of bid submission. If the bidder fails to accurately complete and submit Parts 2 and 3 of the bid as required, bids shall be deemed nonresponsive.

All right. If you have any questions, I'll have -- at the end of the presentation, basically, you can ask me questions and I'll have some business cards if anybody wants to talk to me or email me, you'll have the opportunity.

Form B is the DBE Participation Schedule, which is listed certified DBE firms that will be utilized. It is important that you engage the DBE firms as early as you engage in any other type of suppliers or subcontractors or vendors. All DBE forms listed on Form B must be certified at the time of the bid submission to perform the specific scope of work.

Please visit the MDOT website to access its electronic DBE directory for the complete listings of certified firms at www.mdot.state.maryland.gov. If you are notified that you are the apparent awardee or as requested by the Procurement Officer,

1 you must submit an MDOT DBE Forms C and D within ten (10)
2 business days of receiving such notice.

3 Form C is an Outreach Effort of Compliance Statement
4 and Form D is a Subcontract Project Participation Statement. It
5 is mandatory that you obtain signatures on Form D from the
6 participating DBE firms that are listed on Form B. It is
7 mandatory that you obtain signatures. I must emphasize it's
8 mandatory that you must have signatures from the prime and the
9 subcontractors, your agreement.

10 The Sixty-percent (60%) rule -- Supply rule. When
11 calculating your goal, there is 60 percent (60%) rule for supply
12 items. You may count your entire expenditures to a certified
13 business supplier that manufacturers or produces goods from raw
14 materials or that substantially alters goods before resale.
15 However, you may only count 60 percent (60%) of the expenditures
16 to certified suppliers who are not manufacturers.

17 Let me give you an example of that. If you spend
18 \$2,500 on chemicals to clean the surface of the building, in
19 your calculation of the credit for 60 percent, 25 percent of
20 \$2,500 is 1500 -- excuse me -- 60 percent of \$2,500 is \$1,500,
21 which would be the amount counted toward your DBE participation
22 goal. Additionally, the DBE certified suppliers may not exceed
23 60 percent (60%) of the entire contract goal.

24 Requiring a DBE waiver. If you believe that your firm
25 cannot achieve, establish an overall goal, you have the right to

1 request a waiver. The request should be indicated in your
2 initial bid package on Form A. The waiver request must be in
3 writing and submitted within ten (10) days, the following
4 notification that your firm is an apparent awardee or low
5 bidder. Your waiver request must include the following
6 documentation: Detailed statement of the efforts made to select
7 portions of the work proposed to be performed by certified DBEs;
8 a detailed statement of the efforts made to a contract and
9 negotiate with certified DBEs. For each certified DBE, the
10 place, the quotation, or offer that was not accepted to bids or
11 offer, a detailed statement of the reasons for this conclusion;
12 a list of all DBEs that was found to be unavailable, which shall
13 be accompanied with an unavailability certified on a statement
14 form that the apparent successful bidder or offender that the
15 DBE refused to give a written validation. Your request or
16 waiver with all supporting documents will be forwarded to MDOT
17 for approval.

18 Again, if you have any questions, grab one of my cards
19 on your way out and feel free to give me a call.

20 MS. CULLINGS: Let me hold the forms. Okay. You can
21 circulate them. In your packet, your forms are -- they look
22 like this, for those who have not bid with us. When we tell you
23 to sign Form A, it's a two-pager, you will check off that you
24 will do the nine percent (9%), or you're going to tell us
25 something different. The failure to sign page 2 will throw it

1 out. So it's very important that that's done. This will
2 circulate so you can see what we're talking about.

3 Form B gives you all of the instructions. We don't
4 need that. Tear it off. Keep it for yourself. But what we
5 need you to send back is who you are utilizing, what is their
6 certification number and what percentage of the business are you
7 preparing for them. And these are the two items that must come
8 with your bid. Now, this is a worksheet. We don't need that.
9 That's for your purposes.

10 What I really want to talk about are a couple of
11 things that may or may not be in the contract solicitation
12 documents but will become an addendum. There's a Prompt Payment
13 Statement that must be adhered to. And there's also a factor
14 that you cannot terminate a DBE subcontractor for cause -- I'm
15 sorry, for convenience.

16 Our solicitation to you says we can terminate your
17 contract for convenience. Your subcontracting agreement with
18 your DBE said you can only terminate for cause. That cause
19 would have to come through MTA, to our office, to determine
20 whether anything can be cured. So this statement will come out
21 to you. It's relatively new and it may not have made the
22 solicitation in time. So it will come back to you as an
23 addendum.

24 You are encouraged to utilize DBE financial
25 institutions if you care. The directory is MDOT. That's the

1 only location you can find a certified DBE for this
2 solicitation. When you look in that directory you're going to
3 see "MBE/DBE." That means that particular firm is -- the slash
4 means that they're certified both as an MBE and a DBE.

5 Now DBE is strictly about federal dollars. So we must
6 adhere to DBE participation. You might find firms that are only
7 DBE -- that's fine -- and firms who are MDBE. That's fine as
8 well. But if there's a company that says they are only an MBE,
9 you cannot use them on this particular solicitation.

10 Reporting. The low responsible awardee bidder shall
11 report monthly what you spend with the subcontractors, and in
12 turn, the subcontractors are also required to report, monthly,
13 what they have received. You will look in the directory and you
14 will find companies that may have the letter "G" in front of a
15 NAIC code. That NAIC code says this is their industry; this is
16 what they do. But the G indicates that they have graduated. If
17 they've graduated, then you would not be able to use them for
18 that particular NAIC code.

19 You must use the firm for commercial useful function.
20 In the directory, it is listed what that firm is certified to
21 do. They will desire to do anything you would have them do, but
22 that's not acceptable. So therefore, you know, be sure that
23 you're utilizing them for what they're certified for. They may
24 tell you other things, but if they have not gone back to the
25 directory and updated their profile, you'll liable for certainly

1 just that, that they're certified.

2 You must have an agreement. When you decide on your
3 firms, you've signed Form D; they sign Form D. Before you start
4 work, my office needs to receive an executed agreement where
5 you're actually telling the subcontractor, this is what I want
6 you to do; this is how I need it to be done; here's your
7 penalties; this is how the invoices shall be, and so on.
8 Because if you have a problem and would like to change vendors,
9 which we don't endorse easily, I'm going to be looking at the
10 agreement to see whether or not they have violated anything or
11 can something cure from the situation that may have happened.

12 The program is a very serious program. Is anyone here
13 today a certified DBE firm? All right. If you shall bid as a
14 prime, you will not be required to do nine percent (9%). Given
15 the fact that you're using your own forces to do a certain
16 percentage of the business that is excessive of nine percent
17 (9%) -- do you have a clause that the bidders shall do 25 -- 50
18 percent of the work with their own forces or not? Maybe not.
19 Okay.

20 So in that case, you would have to show what you're
21 doing that's in excess of nine percent (9%). You would still
22 complete the DBE form. If you were bidding as a prime, you
23 would identify yourself and how much of this business are you
24 doing, exactly what it is that you're certified to do. By the
25 same token, you can avail yourself to everyone else at the same

1 time as a subcontractor. Certainly, we don't endorse any form
2 of collusion, but whatever is available to others that would not
3 jeopardize your own prime bidding if that's what you were going
4 to do.

5 DBEs who happen to bid as a prime are not required to
6 do DBE participation because the Federal Government counts their
7 involvement. That is not this case with the state. So, you
8 know, in case you bid us both ways, you're probably wondering
9 why not, but the State has a different program. So that's
10 what's required for DBEs.

11 I think I've covered everything that may not have come
12 clear through the earlier talk, but just make sure you're using
13 a directory from MDOT. If a person is not certified today, they
14 will not be certified in time for the solicitation. We do not
15 take pending certifications where someone's application is in
16 the hopper, but they're just pending. So you need to work with
17 the 6,000 certified firms that are listed all over the world.
18 They're certified from everywhere. They may provide a good, a
19 service or whatever the case might be.

20 Be as creative as you can for nine percent (9%), given
21 what I know you're up against doing. It may or may not be easy.
22 I'm sure it's very challenging, but nevertheless, we have
23 located a number of firms that are in the directory that can do
24 some of the things that were thought to be segmental, things
25 that you would normally subcontract to anyone else.

1 Your message was to also contact the Procurement
2 office in writing for any questions. One exception is that if
3 you're working on your DBE plan that's personal to you, you may
4 call us if we can help you. If you're struggling or you're
5 trying to understand if you're doing what you need to do
6 properly, you can call us directly for that business only.

7 We will not be having any discussions on the technical
8 aspect of the solicitation, but perhaps you're trying to be very
9 clear. Because we want you to be successful. We don't want
10 people to be thrown out because you failed to do something with
11 the DBE forms. So that being the case, we're located at 6 St.
12 Paul. The main number is (410) 767-3944. You can ask for
13 Warren or myself, or any staff person that could give you some
14 technical help with your DBE forms only.

15 If it's a technical question with the directory and
16 you're not able to manipulate it, you need to call MDOT or if
17 someone tells you I'm certified, and you can't find them, you
18 need to call MDOT. That number would be (410) 865-1269. Anyone
19 that answers can help you if you're having some navigation
20 problems or there's something written about their profile that
21 you're not clear of. Only MDOT can discuss that or be of some
22 help to you.

23 So if we can help you with a waiver, if that's a
24 problem, something's happening out there, a firm you're not sure
25 about how you're calculating -- because your math is important.

1 If we find a math error, you don't get to correct it. Just the
2 same math error you would be given if you were putting that on
3 your solicitation. We're not going to correct it and then award
4 you.

5 So please take the DBE program very serious. We do.
6 Our Governor do. And so therefore, we're here to help you, not
7 hinder you. It sounds like an awful lot, but once you go
8 through the forms you'll see that it's a relatively smooth
9 process.

10 Good luck to everyone and feel free to call us if we
11 can be of some help.

12 MS. TARLETON: Thank you, Paula. I want to move to
13 the question segment of our presentation. But before we open up
14 to the floor, I do have additional MARC staff here that will be
15 assisting with answering your questions. So if you could
16 introduce yourself. You need to move closer to the mic to make
17 it record you.

18 MR. ALBRIGHT: Patrick Albright, Office of
19 Engineering.

20 MR. SPRINGSTON: Rex Springston. I'm MARC's Chief
21 Mechanical Officer.

22 MR. ALRBIGHT: These are our consultants, Balajirao
23 and Erich, and Charlie is with the Safety group.

24 MS. TARLETON: So we're open for --

25 MR. ALRBIGHT: -- Do you want Charlie to present to

1 the group?

2 MS. TARELTON: I thought David did his spiel for him.

3 MR. ALBRIGHT: Okay.

4 MS. TARLETON: Is that correct?

5 MR. ALBRIGHT: Yeah.

6 MS. TARLETON: So I didn't want to do it twice.

7 MR. ALBRIGHT: All right.

8 MS. TARLETON: Okay. Yes, sir?

9 Can you make sure that when you ask the questions, you
10 have to speak into the mic. It doesn't project, it just does
11 the recording here. So please state the question clearly, your
12 name and your firm that you are with.

13 MR. KAIDY: Mark Kaidy, Faiveley Transport. Thank you
14 for your DBE discussion. I do have a question on that since
15 we're so close to it. If you've got two bidders and they've got
16 nine percent and one of them says well, we'll give 11 percent,
17 is there any extra consideration given to the 11 percent? Are
18 you weighing it that way with the --

19 MS. CULLINGS: -- No. Well, actually, bear in mind,
20 the Procurement office is evaluating your solicitation for the
21 technical aspects to determine the low responsible responsive
22 bidder. That means all of the documents came in. It doesn't
23 matter what's written on them at that moment. You have complied
24 with everything asked for. Then they turn over to me the DBE
25 packages of all of the bidders or the first three, five,

1 whatever number are deemed to be in the ranking order of low
2 responsible responsive.

3 When I receive it, I'm looking to make sure that the
4 calculations are nine percent for all of the players that are
5 there. If you do more, you're still going to be in the same
6 rank that the Procurement office put you in. What I do is not
7 going to up the ante for them.

8 MR. KAIDY: Okay.

9 MS. CULLINGS: So we appreciate anything you do over,
10 but it has no bearing on the award for the Procurement side.
11 Where it bears is that if you fail to do what you're supposed to
12 do, we will recommend, low or not, go to the next bidder because
13 they're not in compliance.

14 MR. KAIDY: Okay.

15 MS. TARLETON: Any other questions at this point?

16 MR. CALVELLO: Will you issue an addendum on --

17 THE REPORTER: -- Your name?

18 MR. CALVELLO: I'm sorry. John Calvello, Kawasaki
19 Rail Car. You said there will be an addendum on the DBE
20 requirement because the RQ actually states 13 percent within and
21 then nine percent in parentheses.

22 MS. TARLETON: Yes.

23 MR. CALVELLO: So that we know that it's specifically
24 nine percent.

25 MS. TARLETON: Yes, we will do that.

1 Any other questions at this time?

2 MR. BULPITT: I'm Justin Bulpitt. In one of the
3 technical specifications for the (inaudible at time 30:00), it
4 says that there is (inaudible from time 30:01 to 30:11).

5 MR. ALBRIGHT: Yes, we are.

6 MS. TARLETON: You're converting over?

7 MR. ALBRIGHT: We have specified the (unintelligible)
8 unit.

9 MS. TARLETON: Okay. So we'll also make that change
10 in the addendum as well.

11 MR. KOMM: (Inaudible from 30:29 to 30:53)

12 MR. ALBRIGHT: You need to submit that request to
13 procurement in writing and then that will be part of our
14 technical evaluation to see if we are going to grant some leeway
15 on that.

16 MS. TARLETON: No other questions? Okay. I guess
17 we'll get started with the site visit so that you can see the
18 three different types of cars.

19 Okay you have one more question?

20 UNIDENTIFIED SPEAKER: (Inaudible from time 31:40 to
21 31:48)

22 MR. ALBRIGHT: If you -- I guess, the (unintelligible)
23 can be provided. If you request them we can make them
24 available.

25 UNIDENTIFIED SPEAKER: Okay. Thank you.

1 MS. TARLETON: Okay. So if we don't have any more
2 questions, again, I just want to remind you that any -- that
3 anything that we've discussed here today will be put in writing
4 and we will post it as an addendum so that everyone will have
5 access to that and everyone who is here will also get a copy by
6 mail. Okay?

7 Again, I want to emphasize that any -- and the need to
8 submit questions or inquiries are established by the deadline by
9 May 13th, 2013 by 4 p.m. Okay, and then, we will also address
10 those written questions as -- and post it as an addendum and
11 post it to the website and eMaryland Marketplace as well.

12 MR. ALBRIGHT: All right. Within the shop, we have
13 one of our Kawasaki cars. This is a VRE Conversion Car and
14 Trailer. I think the best -- of course, these tracks are all
15 locked and secured. We'll have safety glasses for everybody.
16 Just make sure you wear your safety glasses.

17 I think the best thing to do is we'll enter the cars
18 from this side, we'll walk through the car, look at anything
19 within the car and around the car. Once everybody has looked at
20 the car inside the shop here, we'll reconvene down by the door
21 and then we'll walk out to the two-track lay outside where we
22 can look at the rest of the cars. All right. Anybody need
23 safety glasses, follow me outside.

24 (The Pre-bid meeting concluded at 9:33 a.m.)

25 (There was a site visit immediately following the meeting)

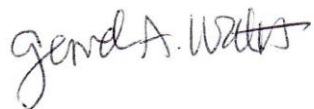
CERTIFICATE OF TRANSCRIBER

I, hereby, certify that the Maryland Department of Transportation, Maryland Transit Administration Pre-Proposal Conference for Contract No. MTA-T-8000-0399 held at 2700 Eastern Boulevard, Middle River, Maryland on April 17, 2013 was recorded by means of electronic sound recording.

I further certify that, to the best of my knowledge, that the foregoing pages represent a complete and accurate transcript of the electronic sound recording of the conference as transcribed by me.

I further certify that I am neither an employee of MTA or relative to any party, herein, and that I have no interest in the outcome of this solicitation and subsequent award.

In witness whereof, I have affixed my signature this 1st day of May 2013.

By: 
Gervel A. Watts
Transcriber